



Volume XXXII, April 2009

James Snyder, Editor

### THE PRESIDENT SEZ Ty Ozgen, President



Remember last month when I talked about that “itch”? Well, it doesn’t get any worse than when you go to a dealer to look at new cars, especially when you are in a Nissan dealer and the car in question is the new 370Z. I consider that worse than poison ivy. At least you can go to the local pharmacy and buy a \$5 tube of Cortaid for that poison ivy but that itch for a car gets a little more complicated and definitely more expensive. Rumor has it that one of our members from Indiana (aka Ted and Barb Targonski) had that very “itch” at our Tech Session and got it treated by purchasing that “big tube” from Continental Nissan. There will be more in the May newsletter about this 370Z purchase.

Speaking of new car dealers, what a great event we had at Continental Nissan in March! It was a rainy day but that did not stop a bunch of Z enthusiasts from getting up close and personal with the 370Z. Lynn Davidson (Service Manager) and Mike Connolly (General Sales Manager) were there to greet us as we all came in. We all gathered in the back service bay where they had a Pearl White 370Z as well as a Magnetic Black Touring 370Z, both with the Sport Package. I have to admit I love the way that Pearl White one looked as I am partial to white. It was as if they put that there on purpose just to make that itch of mine worse. Boy was I scratching! Many people made note of how my breathing pattern increased and the drool from my lower lip.

We were initially given a briefing on the 370Z from one of their technicians, Tom Posluszny. He talked about the technical aspects of the new Z from the new engine, transmission, and brakes. I found it very interesting that it the new Z requires its own special ester oil. I’m not so sure this will be a great selling point since this oil is not readily available at your local parts store. We shall see. Then we had the opportunity to view it from underneath as they raised the Magnetic Black one on the lift and took the tires off. We all

### Windy City Z Club Officers

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*VP of Administration* – Jeff Pleiter 630.832.7857

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gathered underneath to see a view most people never see.

This was followed by Seneca Giese from their sales department talking to us as if we were a potential customer (aren’t we all?). He described all the cool features on the new Z right down to the remote key. I had a few members snicker at me as he demonstrated that you cannot lock yourself out of the Z with this key. Okay, so I have done that a few times with my 280ZX but the key in ignition chime does not work. They both fielded many questions from the audience. The best part was that everyone had an opportunity to test drive the 370Z, even yours truly and I was really impressed by it, especially by the SynchroRev Match Technology. It seemed very tight but not rough, perhaps even smoother than my ’90 300ZXTT. I drove it easy of course but I heard people were trying to trick this SynchroRev mechanism and were unable.

If that was not enough, Jay Weinberger, even though he could not be there in person, left a little token there for us to fantasize over....aka his GTR. They drove this exotic car into the service bay after we were done with the 370Z questions. They popped the hood and then raised it up on the lift so we could see the aerodynamics of the bottom of this car, going over all the details that make this such a special performance car. Then, being the classy guy Jay is, he treated us with a catered lunch. Thanks Jay once again for your hospitality.

In lieu of our monthly Z General Meeting for April, we decided to get together on Saturday, the 18<sup>th</sup> of April at 7PM for the “Presidents Night Out” dinner at Ted’s Montana Grill at the Bolingbrook Promenade, the site of this year’s annual Cruisin’ Z USA Car Show on August 2nd. This will be a very casual get together to just hang out among friends and have a nice dinner. For directions, go to our website

[www.windycityzclub.com](http://www.windycityzclub.com) and click on the activity

section. If you would like to join us, please RSVP to me by April 16<sup>th</sup> at [tmo212@aol.com](mailto:tmo212@aol.com). It promises to be a lot of fun.

Finally, the last Z General Meeting until the fall will be on Sunday, May 3<sup>rd</sup> at 6PM at Fuddruckers again in Downers Grove. See you all soon.

- Ty

### Jeff Pleiter, V.P. Admin. & Membership

#### *Continental Nissan Used Cars*



I was thinking about the used car purchase process because I might need to replace the 1996 Bonneville I bought from my parents to teach my 16 year old to drive and which I have been using as a daily driver. Maybe you are like me, and always have a list of used or new cars that are on the "on deck circle" should it be necessary to replace a car. After review of the used car section on Continental's website, I realized there were a few questions I had in regards to their ability to help a Z Club member find a good used car. I took the opportunity while I was at the 370Z Tech Session to interview Steve Serafino, Continental's Used Car Manager, and get some answers. I also watched one of their technicians, Dave, do inspections on a couple of used Versa's.

The last question I asked Steve was what is the #1 reason Continental is a better place to buy a used car than some other source. His answer was that cars on their lot get a better inspection, are in better condition, and are better prepared than most other places. Cars that go on their retail used car lot go through either the Nissan Certified Inspection (145 pts), or the Continental Certified Inspection (110 pts). Which certification a car goes through is dependent on age and mileage. Both Certifications are based on extensive check lists that cover similar areas, but do have some differences. For instance, the Nissan list asks if there is frame damage, but has no place to note if there is other body repair work. The inspection is usually a 30-45 minute process that starts with an initial vehicle inspection to make sure the car has all its fluids, and is safe, such as having good brakes, before Dave takes it on a test drive. Dave then takes it on a test drive looking for warning signs such as unusual vibrations, sounds etc. before taking it to the bay for the inspection checklist. Dave then inspects the car thoroughly and marks down the results on one of the checklists. Once the inspection is complete, Dave has a list of issues, needed repairs and associated costs that he then brings to Steve for thumbs up or down. If the car does not make the cut, it goes to wholesale, otherwise the repairs

are made and it goes on the lot. Continental has a high standard for the cosmetic and mechanical condition of the cars on the lots. Oil is always changed, brake pads have at least 50% life remaining, and tires have at least 5/32 inch tread. Steve said that Continental will spend an average of \$760/car vs. an industry average of \$380/car to prepare the car for retail.

Steve told me Continental's used car website is updated within 24 hours if a car is sold, or if a new one comes in. Even the wholesale cars are put on the site for their short stay, in case someone is looking for just that car. If you are looking for something he does not have, of course he can help you find it, non Nissan products also. He has extensive contacts with other dealers, both inside and outside the Continental Motors Group. He also goes to the auctions twice a week on average. Within the Continental dealer network they have an agreement such that they can get you the car with no additional costs for the transfer from the other Continental dealer.

Steve will also work with a Z Club member on the price of the car. Let him know you're a Z club member, and he'll let you know what he has into the car and what profit he needs to make on it. Be honest with him and he'll be honest with you. There are plenty of sources of information on the website to get knowledgeable about the car, and appropriate pricing, but unless you are an expert mechanic, your knowledge of any private owner car and many other dealer cars is limited by your ability to evaluate the car, and this is where Continental can provide that peace of mind for yourself or your family member, and still get a good deal.

- Jeff



## MART

For Sale: 1991 300ZX NA, 5 sp, 145k miles, great condition. JWT pop charger, aluminum pulley, Stillen headers, aluminum driveshaft, JWT performance chip, lightweight flywheel, new leather interior, Brembo rotors, Hawk pads, 17 inch BBS type wheels, Z rated tires (recent) T-tops, no rust. Well taken care of car. \$7500 firm. Ken (847) 669-1874.

\*Email [wczc.editor@gmail.com](mailto:wczc.editor@gmail.com) to post in Z Mart\*

## *Windy City Z Upcoming Events Calendar*

<b>Date &amp; Event</b>	<b>Venue</b>	<b>Contact &amp; Info</b>
April 18 <sup>th</sup> – Z Club Dinner	Ted's Montana Grill at the Bolingbrook Promenade Shopping Center	Ty Ozgen <a href="mailto:tmo212@aol.com">tmo212@aol.com</a> please RSVP by April 16th
June 26-28 - Midwest Z Heritage Fest	Nashville, Indiana Brown County Inn	<a href="http://www.indyzcarclub.com">www.indyzcarclub.com</a>
Aug 2 <sup>nd</sup> – Cruisin Z Car Show	Bolingbrook Promenade Shopping Center	Ty Ozgen <a href="mailto:tmo212@aol.com">tmo212@aol.com</a>

### **10th Annual Midwest Z Heritage Show June 26-28, 2009**

**The Indy Z-Car Club is proud to be hosting this event  
in Nashville, INDIANA , in wonderful Brown County.**

**Brown County Inn  
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Nashville, IN 47448  
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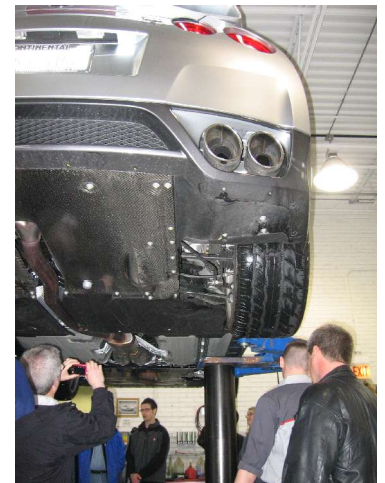
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[Brown County Visitors Bureau Web Page](#)**

**Visit [www.indyzcarclub.com](http://www.indyzcarclub.com) for up to date info.**





## 370 Z Tech Session March 7<sup>th</sup>, 2009



*Many thanks to Continental Nissan  
for hosting this event!*

*Photos by Tony & James*







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The Windy City Z Club would like to thank all our sponsors for their support of the club. Please let us know if you think your company should be on this list.

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